

**Appendix B**  
**Product and Pricing Index**

Product Description	DIR Customer Discount	Description of MSRP
Cisco Hardware/Software (Texas-based DIR Customer)	44%	Commercial List Price
Cisco Hardware/Software (Non Texas-based DIR Customer)	40%	Commercial List Price
Cisco Erate Bundle (with one year free SmartNET maintenance)	40%	Commercial List Price
Cisco SmartNET Maintenance (Gov)	20%	Commercial List Price
Cisco SmartNET Maintenance (Ed)	30%	Commercial List Price
<u>Calence Service</u>		
Calence Professional Services	28%	Commercial List Price
Training	28%	Commercial List Price
Calence Cabling Labor	28%	Commercial List Price
Calence Project Management	28%	Commercial List Price
Network General Training	5%	Commercial List Price

These discount offerings cannot be used in conjunction with any other trade-in program, promotion, Erate discount, bundles or other offerings by Cisco.